

# Business BRIEF



**Monroe County.**  
**Creating Jobs.**  
**Growing Our Economy.**



Maggie Brooks  
Monroe County Executive

## LOCAL EXPANSION

### Collaborative Effort Retains Manufacturer

Zeller Corporation, a manufacturer and distributor of electrical components, will expand operations



locally after considering relocating the business out-of-state. Monroe County collaborated with the City of Rochester and Empire State Development to offer a competitive package of assistance and incentives which resulted in retaining the 47-year-old company. As a result, Zeller will be investing \$2.8 million to relocate into 55,000 square feet of space at the Gleason Works facility and expects to create 51 new jobs over the next three years.

"We are very happy to be expanding here in Rochester," said Zeller President Gary Haseley. "We had considered a location in Massachusetts, but based upon the tremendous workforce we now have and the help provided by Monroe County, Empire State Development and the City of Rochester, our choice to remain here and grow became much easier to make. We are much appreciative of the support we received in this effort."

Monroe County provided assistance for the project with low interest loans and the County of Monroe Industrial Development Agency (COMIDA) approved tax incentives.

## DID YOU KNOW?

**Qualified Monroe County manufacturers may be eligible to receive a \$1,000 rebate for purchasing manufacturing equipment between \$25,000 to \$49,999.**

The Monroe Manufacturing Rewards Program has paid \$32,000 in rebates since its inception in 2007. Manufacturers receiving the Reward have invested more than \$1.1 million in qualified equipment.

The application is simple and on line at [www.monroecounty.gov](http://www.monroecounty.gov). For more information, contact our Economic Development Staff at 753-2000.

## BIZ NOTES

**Adecco** is a provider of human resource services, temporary staffing, outsourcing, permanent recruitment, outplacement, career management, training and consulting with 6,700 offices worldwide. The company selected Monroe County for its Eastern Shared Services Center which will serve as an inbound call and data processing center serving. Monroe County was in competition with Blawnox, PA; Grand Rapids, MI and Fayetteville, NC as finalists for this service center operation.



Monroe County Executive Maggie Brooks welcomes Adecco during a ribbon cutting event.

Adecco renovated 13,000 square feet at the Rochester Tech Park in the Town of Gates. County Executive Maggie Brooks participated in the ribbon cutting along with Tig Gilliam, Chairman of Adecco and Senator Hillary Rodham Clinton. Brooks praised Adecco's decision to locate here based on availability of talent in the community. Adecco has 60 employees at the Center and expects to employ 200 by 2010.

**T&T Materials, Inc.** traces its success in government contracting to its first one-on-one session with the Rochester Procurement Technical Assistance Center (PTAC). T&T Materials is a bulk metals distributor.

According to Jim Terhune, President of



**T&T Materials**

T&T, the meeting helped them get started with government orders after six months in business. PTAC was able to provide T&T with step-by-step instructions through registration processes, marketing and finding bid opportunities.

In addition, Terhune said, "Having an actual counselor to turn to was a great asset in learning the terminology and procedures for doing business with the government."

T&T Materials government sales for 2008 will exceed \$2 million.

## WORKFORCE GROWTH

# Local Labor Requirement Expanded

On September 16, following the County of Monroe Industrial Development Agency (COMIDA) Board meeting, **Monroe County Executive Maggie Brooks** announced that COMIDA will expand the definition of its local labor requirement to include workers residing in Seneca, Wyoming, and Yates Counties. Currently the local labor area includes Monroe, Genesee, Livingston, Ontario, Orleans and Wayne Counties.

“Monroe County is fully committed to growing our local economy and creating good-paying jobs for our community, and COMIDA is both an outstanding resource

and a great partner in this effort,” said Brooks. “It has been a source of pride for our community that COMIDA projects utilize our skilled local workforce. By expanding the definition of our local labor area, we will be able to provide greater employment opportunities for workers living in our area and throughout the Finger Lakes Region.”

The expansion of the local labor pool was first proposed to the COMIDA Board by member **Eugene Caccamise**. Caccamise, a local labor advocate, is Business Manager for Bricklayers Local 3 and had been appointed by County Executive Brooks to

serve on the COMIDA Board in July, 2008. “I have long believed that local expansion not only provides greater development opportunities in our area, but the chance for our unions to grow alongside our community as well,” said Caccamise. “As COMIDA becomes more focused on the importance of promoting our entire region, it is important that workers from Seneca, Wyoming and Yates Counties should be considered part of the local labor area. Many of the outstanding skilled workers who regularly commute to Monroe County for work live in those three counties.”

